

## Message Text

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PAGE 01 STATE 043951  
ORIGIN COME-00

INFO OCT-01 NEA-10 ISO-00 EB-08 /019 R

DRAFTED BY COMM/BED/OED/SIPS/WRHAYDEN/BC  
APPROVED BY EB/OCA/CD:REDA Y  
COMM/BED/OED/SIPS/WRHAYDEN  
OMM/BED/OED/OBOD/TTTURQMAN  
STATE/NEA/AFN/ALEGGIO (PHONE)

-----097167 190737Z /23

R 180932Z FEB 78  
FM SECSTATE WASHDC  
TO AMEMBASSY TUNIS

UNCLAS STATE 043951

E.O. 11652:NA

TAGS:BEXP, TS

SUBJECT:PRODUCT OPPORTUNITY-MATCHSTICK TENDER

REF: 11/25/77 TRANSMITTAL USDOC TO EMBASSY, 76 STATE  
292632

1. ON 11/25/77 USDOC SENT UNDER COVER OF TRANSMITTAL FORM  
A LETTER AND SEALED BID FROM DIAMOND INTERNATIONAL CORP  
(DIC) FOR FORWARDING TO MR. A. ZORGATI, GENERAL MANAGER,  
REGIE NATIONAL DES TABACS ET DES ALLUMETTES, MINISTRY OF  
FINANCE, TUNISIAN REPUBLIC, TO ASSURE GOT RECEIPT OF THE  
DOCUMENTS. ACCORDING TO DIC, THE ORDER FOR MATCHSTICKS  
IS WORTH AN ESTIMATED ONE MILLION DOLLARS.

2. R. L. WAGNER, DIRECTOR OF INTERNATIONAL OPERATIONS,  
DIC, ADVISES STRATEGIC/INDUSTRIAL PRODUCT SALES GROUP,  
USDOC, THAT GOT FOR THIRD YEAR HAS NOT COMMUNICATED WITH  
DIC REGARDING ITS BIDS. HE HAS INQUIRED IF THE EMBASSY  
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COULD LEARN THE OUTCOME OF THE BIDDING AND, AS THE  
EMBASSY HAS MANAGED IN THE PAST, TO ASCERTAIN POSSIBLE  
REASONS DIC'S BID FAILED. AS YOU KNOW, DIC HAS MADE  
NUMEROUS ADJUSTMENTS IN ITS PROPOSALS IN THE PAST TWO  
YEARS TO MATCH TUNISIAN PREFERENCES. SIPS/USDOC WITH

WHICH DIC HAS WORKED IN ITS BID EFFORTS WOULD APPRECIATE

EMBASSY'S VIEWS ON THIS MATTER, PARTICULARLY REGARDING  
FAVORABLE PROSPECTS, IF ANY, FOR DIC CONTINUED ACTION  
REGARDING THE ANNUAL TUNISIAN MATCHSTICK TENDER. VANCE

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 18 feb 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978STATE043951  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** BED/OED/SIPS/WRHAYDEN/BC  
**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
**Film Number:** D780077-0142  
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**Litigation History:**  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Page Count:** 2  
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**Previous Handling Restrictions:** n/a  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 3544838  
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**Status:** NATIVE  
**Subject:** PRODUCT OPPORTUNITY-MATCHSTICK TENDER  
**TAGS:** BEXP, TS  
**To:** TUNIS  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/761c61d3-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014